

APS Business Solutions Program

(Please Note: These programs are only available to APS customers.)

APS has announced their Business Solutions Program, which can help commercial businesses, **K-12 schools**, public agencies and industrial customers save money on energy costs. This program will provide these customers with incentives for installing energy efficient measures, educational opportunities (training), and technical support to help implement energy conservation projects in their facilities. The incentives can be used towards energy projects in retrofitting existing buildings, for major renovations or for new construction. Under the prescriptive program, the energy improvements include lighting, cooling, commercial refrigeration, and motors. Under the custom program, a customer can propose an energy conservation measure to APS for review. Over \$10 million is budgeted for incentives. The incentives will be on a first come first served basis.

APS does not require, but they ***strongly*** recommend that a customer submit a pre-notification application to their contractor, KEMA. KEMA administers the Solutions for Business Program, the incentive/rebate program for APS. KEMA will review your application and give you feedback on whether your proposed projects will qualify for a rebate. And, they will reserve the rebate funds in your name.

For lighting projects:

1. Be sure to review the requirements for the lamps and ballast. For lamps, pay particular attention to the requirement for Color Rendering Index (CRI). The so called “700” series lamps, (lamps that have a color rendering index in the 70’s) are ineligible for rebates. For a standard T8 lamp, the Color Rendering Index must be greater or equal to a CRI of 80.
2. If you are planning on de-lamping (reducing the number of lamps in a fixture) *and* requesting a rebate, a pre-notification application and a pre-inspection are required to be eligible for the rebate. When de-lamping, unused lamps, lamp holders and ballasts must be permanently removed from the fixture.

For replacement of cooling equipment:

1. Pay close attention to the efficiency ratings required for a new air conditioner or heat pump. For units with cooling capacity of 10 tons or less, the efficiency standards are measured in IPLV. This stands for Integrated Part Load Value. Be sure that your specifications refer to the APS requirements. And, require your contractor to obtain a manufacturer’s specification sheet.

For Energy Management Systems:

1. Applications for Energy Management Systems must be submitted under the Custom Measures category. Pay close attention to the requirements for: Supporting Documentation, Savings Calculations, and Energy Savings Analysis.

For Technical Assistance and Studies:

1. APS offers rebates for 50% of the cost of a Feasibility Study. The maximum rebate amount allowed is \$10,000.
2. Your contractor must include a brief description of each proposed energy measure including:
 - a. Existing System or base case and the proposed system.
 - b. Proposed methodology for analysis.

- c. Estimated potential energy savings and costs to implement.
- d. Estimated schedule to complete each task.
- e. Estimated study cost per task.

Here is a link to the APS program.

<http://www.aps-solutionsforbusiness.com/ProjectCenter/Default.aspx?tabid=1879>

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